

Comparison of Massachusetts UNE-P Pricing with States WorldCom Has Entered

	<u>MA--DTE</u>	<u>MA--Z-Tel</u>	<u>MA--10/13</u>	<u>NY</u>	<u>TX</u>	<u>PA</u>
Households (000)	2,376	2,376	2,376	5,973	5,117	3,398
Zone Density	100%	100%	100%	100%	100%	100%
<u>Revenue:</u>						
Local	\$26.65	\$26.65	\$26.65	\$32.74	\$22.97	\$22.42
Access	\$4.34	\$4.34	\$4.34	\$4.13	\$4.90	\$5.38
Total Revenue (1)	\$30.99	\$30.99	\$30.99	\$36.87	\$27.87	\$27.80
<u>Telco:</u>						
Unbundled switch port	\$4.49	\$4.49	\$2.00	\$2.50	\$2.90	\$1.90
Unbundled loop	\$15.66	\$15.66	\$15.66	\$14.81	\$14.15	\$14.01
UNE switching & transport (2)	\$21.68	\$14.57	\$10.50	\$10.60	\$4.17	\$5.02
Total Telco (3)	\$41.83	\$34.72	\$28.16	\$27.91	\$21.22	\$20.93
Gross Margin (line/month)	(\$10.84)	(\$3.73)	\$2.83	\$8.96	\$6.65	\$6.87
Gross Margin (@75% MOU)	(\$6.34)	(\$0.71)	\$4.99	\$11.17	\$7.53	\$7.93
Gross Margin (@125% MOU)	(\$15.35)	(\$6.75)	\$0.67	\$6.74	\$5.77	\$5.80

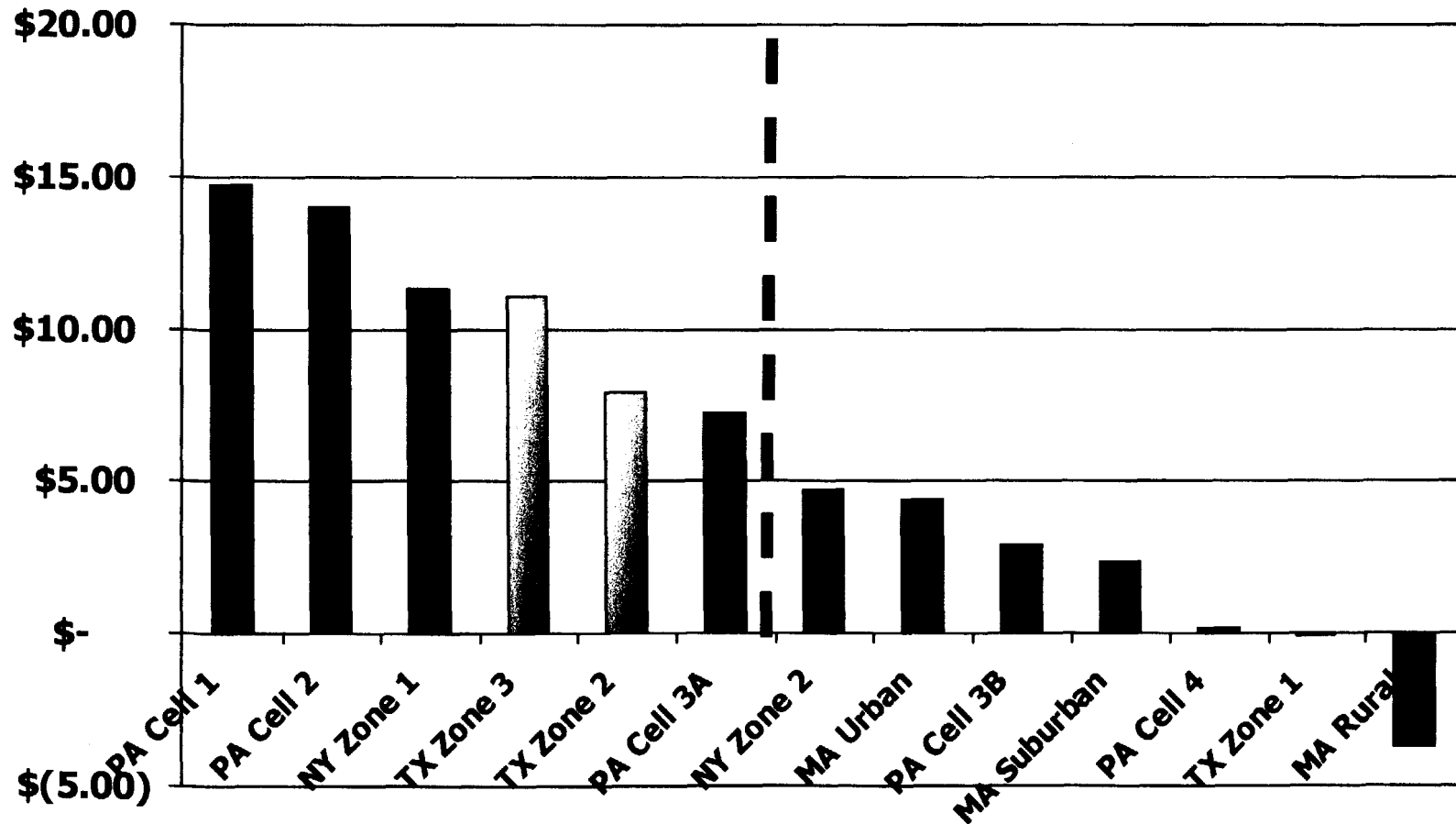
1 BOC retail rates, without discount. Includes line fee, usage, 1 feature (2 in TX), and SLC.

2 Reflects MA DTE's Sept. 7, 2000 order which reduced charges on intra-End Office calls, and slight revision in call-flow methodology.

3 Does not include Non-Recurring charges (NRCs).

Note: Analysis does not include WorldCom or other CLEC internal costs (e.g., billing, customer service, sales/acquisition, bad debt)

Gross Margin by Zone in Massachusetts and States WorldCom Has Entered

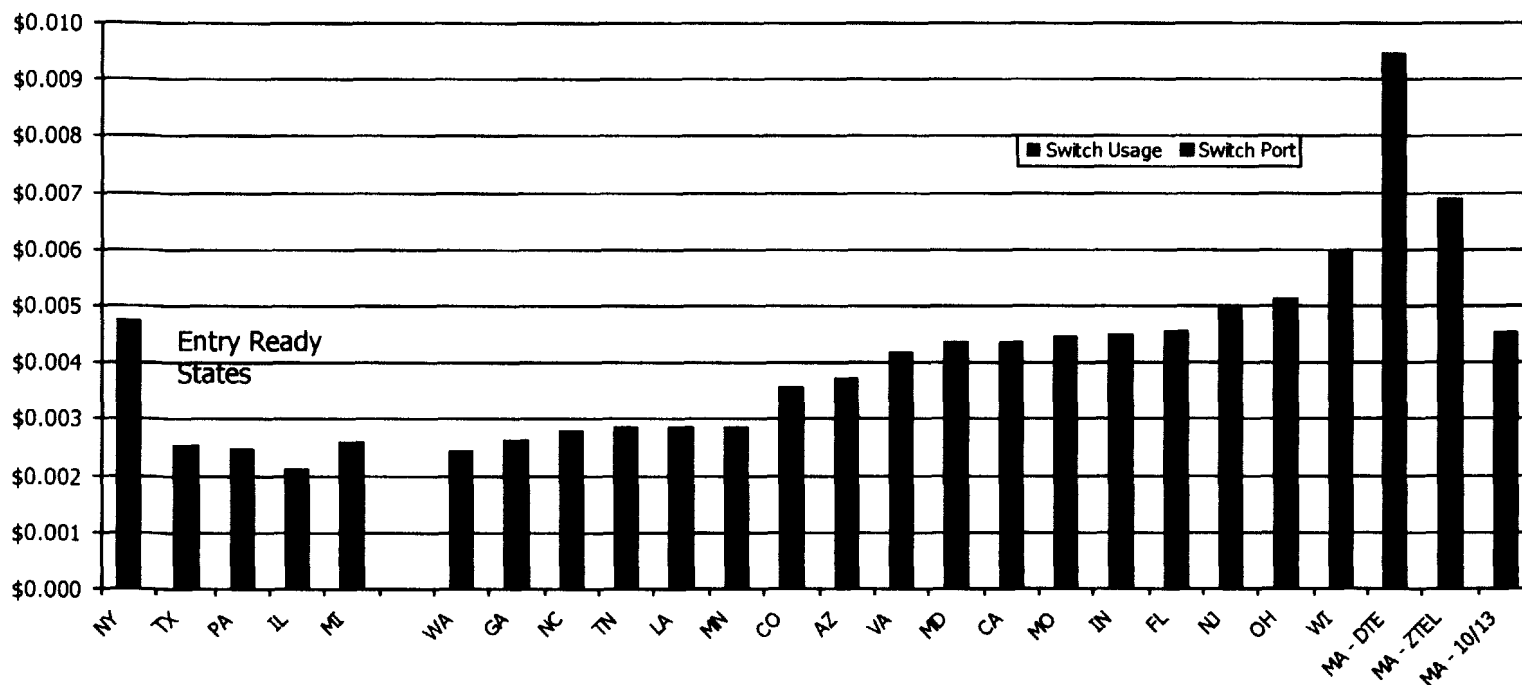


MA Metro zone omitted as de minimis, as it contains only 2% of households in state.

Note: Analysis does not include WorldCom or other CLEC internal costs (e.g., billing, customer service, sales/acquisition, bad debt)

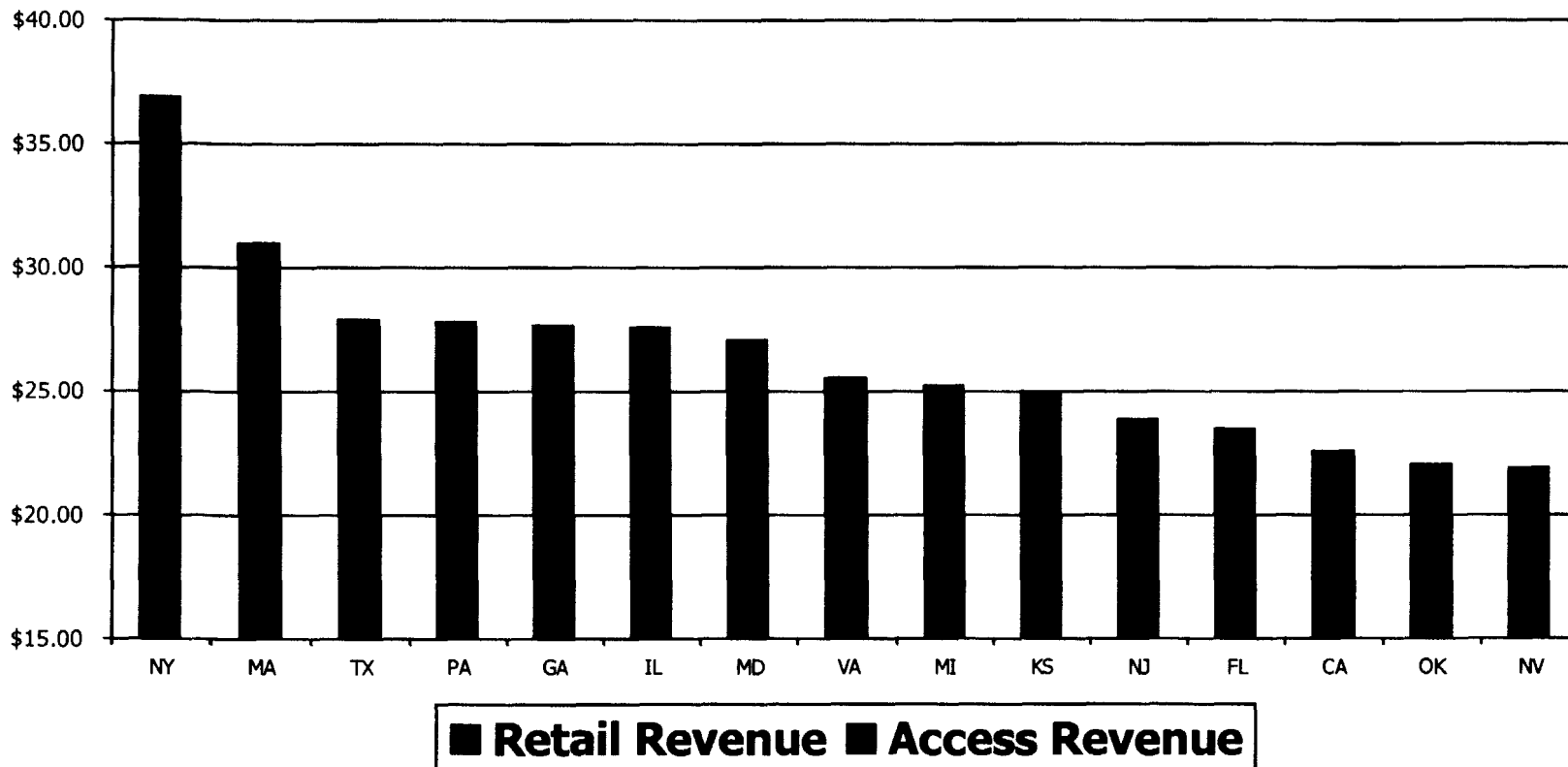
Non-Cost-Based Switching Rates Cause Price Squeeze

UNE Costs Are Too High for Competitive Entry in Many States: Switching Rates in Largest States



- Rates per minute in BOC regions of the largest states have been calculated by dividing the estimated monthly switching, transport and port costs per line by total local and long distance minutes (originating & terminating).
- The port charge in IL includes unlimited switching at no extra charge; the effective switching rate is the result of other elements, including transport.
- Reflects MA DTE's 09/07/2000 order, whereby switching applies only once on Intra-EO calls. Also reflects slight revision in call flow methodology.

Local Residential Revenue by State



- Monthly BOC residential retail rates for dominant product (to extent known) in states for which information is available.
- Includes Access Revenue from LD/LATA minutes; feature is Call Waiting for all states except TX (which is Call Waiting and Caller ID)
- FL rate is for unlimited product in the Miami area (highest in state), plus an additional \$1.25 for ECS calling.

Verizon's New Rates Should Not Be Considered in Current 271 Application

- Impropropriety of Verizon's gamesmanship apparent on face of Oct. 13 tariff adopting certain New York rates
 - After four years, new rates filed on business day before comments from interested parties due
 - Support for rates not provided
- Disrespect for governmental agencies and proper process must be rebuffed
- No fair opportunity for CLECs to comment on (much less use) new rates, or DOJ or FCC to fully consider
- Verizon's 271 application must be judged based on facts presented in its case as filed, despite Verizon abandoning 1996 rates

Considerations Previously Permitting Acceptance of NY Rates Are Not Present Here

- Massachusetts regulatory environment unlike NY
 - Massachusetts Commission (DTE) refuses to open up pricing docket
 - DTE defends 1996 rates as TELRIC
 - DTE claims price squeeze is irrelevant
- NY Commission (PSC) acknowledged that switching rates are flawed due to Verizon misrepresentations
 - Pricing case under way to correct rates in NY
 - True-up will occur after rates corrected
 - PSC relied on existence of adequate margin to permit competition in NY pending adjustment of flawed rates
- Switching rates that were found reasonable in New York where they enabled competition are not reasonable in Massachusetts where they do not

More Recent and Better Pricing Data than New York's Are Now Available

- Unreasonable to rely on flawed 1997 NY rates when more recent and better pricing data now available
 - Costs of switching have declined since MA and NY cost studies
- Recent Pennsylvania proceedings adopted switching rates far below rates in NY
 - Upheld in state court appeal in October 2000
- Recent FCC switching cost estimate not available when NY decided switching costs
 - April 1997 NY estimate: average total cost \$193 per line
 - Data from New York Telephone depreciation studies, covers 33 switches purchased in 1993 and 1994
 - Nov. 1999 FCC estimate: average total cost \$117 per line
 - Data from depreciation studies (946 observations) and Rural Utilities Service (139 observations), covers switches purchased from 1989 - 1996
 - Found fixed and per line costs

Non-Cost-Based Loop Rates Cause Price Squeeze

Verizon's Loop Prices Must Be Reduced Substantially to Be Cost-Based

- Verizon finally made the electronic spreadsheet of its loop cost model available in Nov. 9 ex parte
 - Not filed with 271 application; repeated requests from FCC and WorldCom required to obtain
 - Sections of electronic document were not printed in paper copy even though used to compute costs
 - Formulas in electronic version required to analyze model by creating Workpaper Part A, which was attached to Verizon's February 14, 1997 compliance filing at the Massachusetts Commission (DTE)
- Analysis of the model reveals numerous input issues, requiring reduction of loop prices by over one-fourth to be cost-based

Specific Issues with Verizon "TELRIC" Loop Cost Study Should Reduce Rate over \$4/Mo.

- Verizon purported to conduct a "TELRIC" loop cost study, which the DTE adopted, but made numerous errors in the following areas:
 - Utilization Factors
 - Pole Inputs
 - Cost of NIDs
 - Cost of Cable
 - Cost of Capital
- Impact of correcting these areas is substantial:

	Metro	Urban	Suburban	Rural	Total
Total	-18.2%	-30.4%	-29.1%	-17.0%	-28.2%
Filed Rate	\$7.54	\$14.11	\$16.12	\$20.04	\$15.66
Proper Rate	\$6.17	\$9.81	\$11.42	\$16.63	\$11.24

Application Should Be Denied Because of Improper UNE Pricing

- DOJ opposed application in its Oct. 27 evaluation
 - “There are reasons to suspect that in some cases [UNE] prices have not been based on the relevant costs of the network elements”
 - “UNE rates were incorrectly calculated in the MA DTE's 1996 order”
- Massachusetts AG opposed in its comments
 - “Unrebutted record evidence indicates that Verizon's UNE switching prices are excessive, not TELRIC-based, and create a prices squeeze that is a barrier to market entry for Verizon's competitors”
- Massachusetts DTE is only participant willing to defend DTE rates as cost-based
 - DTE defense highlights problems with rates
- Verizon's section 271 application must be denied to avoid devastating precedential effect

Appendices

Massachusetts (10/13/00) - Verizon (by zone)

	<u>MA--STATE</u>	<u>METRO</u>	<u>URBAN</u>	<u>SUBURBAN</u>	<u>RURAL</u>
Households (000)	2,376	48	665	1,497	166
Zone Density	100%	2%	28%	63%	7%
<u>Revenue:</u>					
Local	\$26.65	\$26.65	\$26.65	\$26.65	\$24.53
Access	<u>\$4.34</u>	<u>\$4.34</u>	<u>\$4.34</u>	<u>\$4.34</u>	<u>\$4.34</u>
Total Revenue (1)	\$30.99	\$30.99	\$30.99	\$30.99	\$28.87
<u>Telco:</u>					
Unbundled switch port	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
Unbundled loop	\$15.66	\$7.54	\$14.11	\$16.12	\$20.04
UNE switching & transport (3)	<u>\$10.50</u>	<u>\$10.41</u>	<u>\$10.50</u>	<u>\$10.50</u>	<u>\$10.50</u>
Total Telco (2)	\$28.16	\$19.95	\$26.61	\$28.62	\$32.54
Gross Margin	\$2.83	\$11.04	\$4.38	\$2.37	(\$3.67)

1 Includes line fee, usage, touch tone, 1 feature (call waiting @ \$2.84) and SLC. Reflects revenue in the Boston Area (~1/3 of Verizon-MA). Outside of this area, revenue would be \$2.12 lower or \$24.53. Therefore, revenue in the Suburban zone, and possibly the Urban zone, is overstated (as is the revenue in the state average).

2 Does not include \$0.19 NRC.

3 Reflects MA DTE's 09/07/2000 order, whereby switching applies only once on Intra-EO calls. Also reflects slight revision in call flow methodology.

Note: Analysis does not include WorldCom or other CLEC internal costs (e.g., billing, customer service, sales/acquisition, bad debt)

New York - Verizon (by zone)

	<u>State Average</u>	<u>Urban Zone 1</u>	————→ <u>Rural Zone 2</u>
Households (000)	5,973	3,846	2,128
Distribution	100%	64%	36%
<u>Revenue:</u>			
Local	\$32.74	\$32.64	\$32.91
Access	<u>\$4.13</u>	<u>\$4.13</u>	<u>\$4.13</u>
Total Revenue (1)	\$36.87	\$36.77	\$37.04
<u>Telco:</u>			
Unbundled switch port	\$2.50	\$2.50	\$2.50
Unbundled loop	\$14.81	\$12.36	\$19.24
UNE switching & transport	<u>\$10.60</u>	<u>\$10.60</u>	<u>\$10.60</u>
Total Telco (2)	\$27.91	\$25.46	\$32.34
Gross Margin	\$8.96	\$11.31	\$4.70

1 Includes line fee, usage, 1 feature (Call Waiting @ \$5.19), and SLC. Reflects message rate product.

2 Does not include \$3.73 NRC.

Note: Analysis does not include WorldCom or other CLEC internal costs (e.g., billing, customer service, sales/acquisition, bad debt)

Texas - SBC (by zone)

	<u>State Average</u>	<u>Rural Zone 1</u>	<u>Zone 2</u>	<u>Urban Zone 3</u>
Households (000)	5,117	1,061	2,398	1,657
Distribution	100%	21%	47%	32%
<u>Revenue:</u>				
Local	\$22.97	\$21.73	\$22.74	\$24.10
Access	\$4.90	\$4.90	\$4.90	\$4.90
Total Revenue (1)	\$27.87	\$26.63	\$27.64	\$29.00
<u>Telco:</u>				
Unbundled switch port	\$2.90	\$3.25	\$2.15	\$1.94
Unbundled loop	\$14.15	\$18.98	\$13.65	\$12.14
UNE switching & transport	\$4.17	\$4.44	\$3.91	\$3.85
Total Telco (2)	\$21.22	\$26.67	\$19.71	\$17.93
Gross Margin	\$6.65	(\$0.04)	\$7.93	\$11.07

1 Includes line fee, usage, 2 features (Call Waiting @ \$2.80, Caller ID @ \$6.15), above average LD, and SLC. Reflects unlimited local product for Texas.

2 Does not include \$30.29 NRC.

Note: Analysis does not include WorldCom or other CLEC internal costs (e.g., billing, customer service, sales/acquisition, bad debt)

Pennsylvania - Verizon (by zone)

	State Average	Urban Cell 1	Cell 2	Cell 3 "A"	Cell 3 "B"	Rural Cell 4
Households (000)	3,398	226	618	1,364	184	1,007
Distribution	100%	7%	18%	40%	5%	30%
Revenue:						
Local	\$22.42	\$26.53	\$26.53	\$22.79	\$18.44	\$19.21
Access	<u>\$5.38</u>	<u>\$5.38</u>	<u>\$5.38</u>	<u>\$5.38</u>	<u>\$5.38</u>	<u>\$5.38</u>
Total Revenue (1)	\$27.80	\$31.91	\$31.91	\$28.17	\$23.82	\$24.59
Telco:						
Unbundled switch port	\$1.90	\$1.90	\$1.90	\$1.90	\$1.90	\$1.90
Unbundled loop (3)	\$14.01	\$10.25	\$11.00	\$14.00	\$14.00	\$17.50
UNE switching & transport	<u>\$5.02</u>	<u>\$5.02</u>	<u>\$5.02</u>	<u>\$5.02</u>	<u>\$5.02</u>	<u>\$5.02</u>
Total Telco (2)	\$20.93	\$17.17	\$17.92	\$20.92	\$20.92	\$24.42
Gross Margin	\$6.87	\$14.74	\$13.99	\$7.25	\$2.90	\$0.17

1 Includes line fee, usage, 1 feature (Call Waiting @ \$3.62), and SLC. Reflects Unlimited Band 1 product.

2 Does not include \$1.06 NRC.

3 The average loop rate corresponds to the tariffed rate to be effective 9/30/2000.

Note: Analysis does not include WorldCom or other CLEC internal costs (e.g., billing, customer service, sales/acquisition, bad debt)

Verizon's Section 271 Application for Massachusetts Should Be Denied:

**Verizon's Ongoing Price Squeeze Prevents
Robust Local Exchange Telephone
Competition in Massachusetts**

December 1, 2000